

SAVING A CLIENT \$600,000 ANNUALLY

Challenge: Reducing Relocation Cost



CapRelo's Client Services Team analyzed customer data and found that policy exceptions and lump sum usage made up more than \$1,000,000 of the customer's program annual expenses.

GOAL: Capture top talent, ensure a quality experience without sacrificing services and improve program efficiencies while containing costs.

Solution: Data Analytics



CapRelo introduced new policy options to reduce lump sum usage and tax gross up on cash payments. This decreased the number of policy exceptions by 50%. CapRelo also reduced annual costs of home sales by more than \$30,000 and household goods expenses by more than \$50,000.

SERVICES: Home Sale assistance; Move management; Cost containment; Expense management

Results: Program Cost Savings



↓ **\$560K**

CapRelo identified savings to the program and reduced the client's annual exception expenses from \$1,130,000 to \$564,000.



↓ **\$85K**

CapRelo's global supply chain network helped the client reduce its annual real estate and household goods moving expenses by \$85,000.



What's your global mobility business challenge? Let's talk!

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